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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES
(Short Tons K20)

AGRICULTURAL STATE	DECEMBER 1985	DECEMBER 1984	JUL-DEC 1985	JUL-DEC 1984
Alabama	3,155	1,743	38,310	45,545
Alaska	0	0	0	50
Arizona	33	31	153	141
Arkansas	4,913	2,085	16,707	14,360
California	1,502	2,553	22,033	29,378
Colorado	324	896	1,390	2,821
Connecticut	679	117	1,682	1,632
Delaware	1,951	5,885	7,421	18,420
Florida	14,040	25,315	61,144	81,308
Georgia	13,613	17,367	63,390	65,831
Hawaii	29	-50	2,919	5,544
Idaho	2,014	1,202	10,011	8,350
Illinois	57,922	48,725	402,219	448,540
Indiana	74,571	29,904	227,130	239,196
Iowa	61,475	51,203	238,930	347,334
Kansas	903	1,617	13,899	16,853
Kentucky	17,786	14,629	50,047	68,040
Louisiana	2,715	4,397	13,545	13,883
Maine	636	679	1,834	4,018
Maryland	2,455	4,111	7,297	12,282
Massachusetts	538	624	1,885	2,994
Michigan	11,574	7,562	99,426	114,613
Minnesota	54,680	58,042	154,068	213,230
Mississippi	1,374	3,571	7,104	24,399
Missouri	19,243	19,002	88,611	99,630
Montana	1,143	1,283	3,960	5,239
Nebraska	3,681	4,082	10,536	15,299
Nevada	0	0	0	0
New Hampshire	0	60	198	330
New Jersey	388	1,059	2,528	3,442
New Mexico	3,859	1,102	5,818	2,853
New York	15,677	11,846	30,701	32,833
North Carolina	5,210	10,978	34,952	48,241
North Dakota	2,621	2,534	9,367	10,751
Ohio	48,205	47,488	230,283	247,123
Oklahoma	194	1,254	7,928	31,405
Oregon	1,361	2,210	8,190	12,153
Pennsylvania	5,858	4,180	25,864	22,163
Rhode Island	199	172	753	923
South Carolina	2,741	11,557	25,394	33,795
South Dakota	1,728	2,332	3,558	5,160
Tennessee	7,798	5,144	50,865	45,071
Texas	8,176	9,894	51,246	67,237
Utah	499	2,317	7,625	3,653
Vermont	279	225	1,591	1,739
Virginia	9,948	7,684	38,004	40,712
Washington	4,628	4,812	15,921	17,582
West Virginia	239	489	965	1,636
Wisconsin	46,059	28,735	136,498	161,429
Wyoming	112	253	573	691
TOTAL U.S.:	518,728	462,900	2,234,473	2,689,852
CANADA				
Alberta	1,333	991	6,939	6,459
British Columbia	239	159	846	651
Manitoba	2,101	429	7,000	6,396
New Brunswick	755	110	769	6,331
Newfoundland	54	0	303	702
Nova Scotia	1,610	679	2,957	3,927
Ontario	83,750	63,341	147,234	153,103
Pr.Edw.Isle	2,304	3,031	2,000	7,337
Quebec	9,345	32,254	62,383	67,758
Saskatchewan	303	210	2,208	4,065
TOTAL CAN:	101,794	101,204	232,639	256,729
EXPORT SALES:	172,204	221,559	1,139,795	1,603,429
TOTAL AGRICULTURAL	792,726	785,663	3,606,907	4,550,010
Non-Ag U.S.	31,643	31,094	193,462	195,653
Canada	2,678	2,642	14,074	12,474
Exports	4,527	8,973	42,171	35,426
TOTAL NON-AG	38,848	42,709	249,707	243,553
GRAND TOTAL.....	831,574	828,372	3,856,614	4,793,563

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES
(Short Tons K_2O)

DECEMBER 1985

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	1,574	188	812	220	361	3,155
Arizona	11	0	15	0	7	33
Arkansas	0	95	4,138	625	55	4,913
California	591	268	216	0	427	1,502
Colorado	86	0	186	32	20	324
Connecticut	0	74	537	0	68	679
Delaware	0	0	1,893	0	58	1,951
Florida	5,694	2,114	1,731	374	4,127	14,040
Georgia	6,596	0	5,808	413	796	13,613
Hawaii	0	0	0	0	29	29
Idaho	163	20	1,907	-81	5	2,014
Illinois	1,707	52,428	935	2,786	66	57,922
Indiana	559	57,495	10,762	5,504	251	74,571
Iowa	2,691	32,997	19,411	6,301	75	61,475
Kansas	248	198	241	56	160	903
Kentucky	61	11,388	4,980	263	1,094	17,786
Louisiana	0	110	2,594	0	11	2,715
Maine	0	0	483	0	153	636
Maryland	0	372	1,809	202	72	2,455
Massachusetts	0	0	241	281	16	538
Michigan	68	10,269	715	472	50	11,574
Minnesota	60	16,074	37,670	790	86	54,680
Mississippi	0	1,067	14	250	43	1,374
Missouri	600	4,114	12,142	2,382	5	19,243
Montana	0	0	1,108	29	6	1,143
Nebraska	77	498	2,211	582	313	3,681
New Jersey	0	0	222	106	60	388
New Mexico	0	0	3,645	0	214	3,859
New York	313	13,131	1,586	533	114	15,677
North Carolina	0	1,679	2,008	1,249	274	5,210
North Dakota	13	154	2,454	0	0	2,621
Ohio	890	34,016	11,726	1,178	395	48,205
Oklahoma	59	15	78	0	42	194
Oregon	15	62	1,226	0	58	1,361
Pennsylvania	375	121	4,991	41	330	5,858
Rhode Island	0	0	137	62	0	199
South Carolina	426	0	1,639	371	305	2,741
South Dakota	0	525	957	246	0	1,728
Tennessee	0	1,408	5,976	129	285	7,798
Texas	3,147	791	3,204	409	625	8,176
Utah	448	16	32	0	3	499
Vermont	0	0	257	0	22	279
Virginia	61	554	8,757	410	166	9,948
Washington	1,310	664	2,429	159	66	4,628
West Virginia	0	0	239	0	0	239
Wisconsin	35	31,578	13,188	1,181	77	46,059
Wyoming	0	53	59	0	0	112
TOTAL U.S.:	27,878	274,536	177,369	27,555	11,390	518,728
CANADA						
Alberta	0	47	1,138	148	0	1,333
British Columbia	0	48	147	0	44	239
Manitoba	0	316	1,785	0	0	2,101
New Brunswick	0	0	645	0	110	755
Newfoundland	54	0	0	0	0	54
Nova Scotia	0	0	1,593	0	17	1,610
Ontario	27	70,504	10,190	76	2,953	83,750
Pr.Edw.Isle	0	0	2,212	0	92	2,304
Quebec	2,566	0	2,785	0	3,994	9,345
Saskatchewan	0	29	251	23	0	303
TOTAL CAN:	2,647	70,944	20,746	247	7,210	101,794
* EXPORT SALES:	98,047	11,417	44,644	8,305	9,791	172,204
TOTAL AG SALES.....	128,572	356,897	242,759	36,107	28,391	792,726
NON-AG: U.S.	17,775	0	0	13,712	156	31,643
CANADA	1,838	0	0	840	0	2,678
EXPORTS	533	0	0	3,994	0	4,527
TOTAL NON-AG....	20,146	0	0	18,546	156	38,848
GRAND TOTAL:	148,718	356,897	242,759	54,653	28,547	831,574

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT POTASH SALES - N.A. PRODUCERS

DECEMBER 1985

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	2,467	0	0	0	4	2,471
Brazil	12,755	4,651	33,259	0	606	51,271
Chile	7,384	0	0	0	1,447	8,831
Costa Rica	1,041	0	0	0	2,022	3,063
Denmark	4,415	0	0	0	0	4,415
Dom. Republic	0	0	0	0	148	148
Ecuador	0	0	0	0	800	800
Guatemala	2,734	0	672	0	0	3,406
Haiti	0	0	666	0	0	666
India	26,635	0	0	0	0	26,635
Ireland	0	0	3,505	0	0	3,505
Japan	9,961	6,766	6,542	8,305	4,618	36,192
Korea	13,393	0	0	0	0	13,393
Malaysia	1,619	0	0	0	0	1,619
Mexico	432	0	0	0	146	578
Sri Lanka	4,806	0	0	0	0	4,806
Switzerland	10,405	0	0	0	0	10,405
TOTAL AG:	98,047	11,417	44,644	8,305	9,791	172,204
NON-AGRICULTURAL						
Japan	101	0	0	3,994	0	4,095
TOTAL NON-AG:	101	0	0	3,994	0	4,095
TOTAL EXPORTS:	98,148	11,417	44,644	12,299	9,791	176,299

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS
(Short tons K_2O)

DECEMBER 1985

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Alabama	1,574	61	629	220	2,484
Arkansas	0	0	3,278	625	3,903
California	0	0	0	0	0
Colorado	0	0	124	32	156
Connecticut	0	74	537	0	611
Delavare	0	0	1,893	0	1,893
Florida	5,694	2,114	1,716	374	9,898
Georgia	5,752	0	5,808	413	11,973
Idaho	0	0	1,147	-81	1,066
Illinois	1,707	49,334	935	2,786	54,762
Indiana	559	57,147	10,762	5,504	73,972
Iova	2,668	31,983	19,182	6,301	60,134
Kansas	0	28	75	56	159
Kentucky	61	11,388	4,980	263	16,692
Louisiana	0	0	2,546	0	2,546
Maine	0	0	483	0	483
Maryland	0	372	1,809	202	2,383
Massachusetts	0	0	241	250	491
Michigan	68	10,269	715	472	11,524
Minnesota	60	16,074	37,670	790	54,594
Mississippi	0	976	14	250	1,240
Missouri	0	3,745	9,277	2,382	15,404
Montana	0	0	1,093	29	1,122
Nebraska	0	498	2,150	582	3,230
New Jersey	0	0	222	106	328
New York	313	13,131	1,586	533	15,563
North Carolina	0	1,679	2,008	1,249	4,936
North Dakota	13	154	2,454	0	2,621
Ohio	890	34,016	11,726	1,178	47,810
Oregon	0	62	1,013	0	1,075
Pennsylvania	375	121	4,991	41	5,528
Rhode Island	0	0	137	62	199
South Carolina	426	0	1,639	371	2,436
South Dakota	0	525	957	246	1,728
Tennessee	0	1,408	5,976	129	7,513
Utah	370	0	0	0	370
Vermont	0	0	257	0	257
Virginia	61	554	8,757	410	9,782
Washington	1,190	664	2,429	159	4,442
West Virginia	0	0	239	0	239
Wisconsin	14	31,578	13,188	1,181	45,961
Wyoming	0	37	59	0	96
TOTAL U.S.:	21,795	267,992	164,702	27,115	481,604
CANADA					
Alberta	0	47	1,135	148	1,330
British Columbia	0	48	147	0	195
Manitoba	0	316	1,785	0	2,101
New Brunswick	0	0	645	0	645
Newfoundland	54	0	0	0	54
Nova Scotia	0	0	1,593	0	1,593
Ontario	27	70,504	10,190	76	80,797
Pr.Edw.Isle	0	0	2,212	0	2,212
Quebec	2,566	0	2,785	0	5,351
Saskatchewan	0	29	251	23	303
TOTAL CAN:	2,647	70,944	20,743	247	94,581
*EXPORT SALES:	93,239	9,069	40,269	8,305	150,882
TOTAL AG SALES....	117,681	348,005	225,714	35,667	727,067
NON-AG: U.S.	3,452	0	0	12,707	16,159
CANADA	1,838	0	0	840	2,678
EXPORTS	101	0	0	3,994	4,095
TOTAL NON-AG....	5,391	0	0	17,541	22,932
GRAND TOTAL:	123,072	348,005	225,714	53,208	749,999

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT POTASH SALES - CANADIAN PRODUCERS
(Short Tons K_2O)

DECEMBER 1985

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	2,467	0	0	0	2,467
Brazil	12,755	4,651	29,550	0	46,956
Chile	7,384	0	0	0	7,384
Denmark	4,415	0	0	0	4,415
Guatemala	2,734	0	672	0	3,406
India	26,635	0	0	0	26,635
Ireland	0	0	3,505	0	3,505
Japan	6,626	4,418	6,542	8,305	25,891
Korea	13,393	0	0	0	13,393
Malaysia	1,619	0	0	0	1,619
Sri Lanka	4,806	0	0	0	4,806
Switzerland	10,405	0	0	0	10,405
TOTAL AG:	93,239	9,069	40,269	8,305	150,882
NON-AGRICULTURAL					
Japan	101	0	0	3,994	4,095
TOTAL NON-AG:	101	0	0	3,994	4,095
TOTAL EXPORTS:	93,340	9,069	40,269	12,299	154,977

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U.S. PRODUCERS
(Short Tons K_2O)

DECEMBER 1985

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Alabama	0	127	183	0	361	~~364~~ 671
Arizona	11	0	15	0	7	33
Arkansas	0	95	860	0	55	1,010
California	591	268	216	0	427	1,502
Colorado	86	0	62	0	20	168
Connecticut	0	0	0	0	68	68
Delaware	0	0	0	0	58	58
Florida	0	0	15	0	4,127	4,142
Georgia	844	0	0	0	796	1,640
Hawaii	0	0	0	0	29	29
Idaho	163	20	760	0	5	948
Illinois	0	3,094	0	0	66	3,160
Indiana	0	348	0	0	251	599
Iowa	23	1,014	229	0	75	1,341
Kansas	248	170	166	0	160	744
Kentucky	0	0	0	0	1,094	1,094
Louisiana	0	110	48	0	11	169
Maine	0	0	0	0	153	153
Maryland	0	0	0	0	72	72
Massachusetts	0	0	0	31	16	47
Michigan	0	0	0	0	50	50
Minnesota	0	0	0	0	86	86
Mississippi	0	91	0	0	43	134
Missouri	600	369	2,865	0	5	3,839
Montana	0	0	15	0	6	21
Nebraska	77	0	61	0	313	451
New Jersey	0	0	0	0	60	60
New Mexico	0	0	3,645	0	214	3,859
New York	0	0	0	0	114	114
North Carolina	0	0	0	0	274	274
Ohio	0	0	0	0	395	395
Oklahoma	59	15	78	0	42	194
Oregon	15	0	213	0	58	286
Pennsylvania	0	0	0	0	330	330
South Carolina	0	0	0	0	305	305
Tennessee	0	0	0	0	285	285
Texas	3,147	791	3,204	409	625	8,176
Utah	78	16	32	0	3	129
Vermont	0	0	0	0	22	22
Virginia	0	0	0	0	166	166
Washington	120	0	0	0	66	186
Wisconsin	21	0	0	0	77	98
Wyoming	0	16	0	0	0	16
TOTAL U.S.:	6,083	6,544	12,667	440	11,390	37,124
CANADA						
Alberta	0	0	3	0	0	3
British Columbia	0	0	0	0	44	44
New Brunswick	0	0	0	0	110	110
Nova Scotia	0	0	0	0	17	17
Ontario	0	0	0	0	2,953	2,953
Pr.Edw.Isle	0	0	0	0	92	92
Quebec	0	0	0	0	3,994	3,994
TOTAL CAN:	0	0	3	0	7,210	7,213
* EXPORT SALES:	4,808	2,348	4,375	0	9,791	21,322
TOTAL AG SALES...	10,891	8,892	17,045	440	28,391	65,659
NON-AG: U.S.	14,323	0	0	1,005	156	15,484
EXPORTS	432	0	0	0	0	432
TOTAL NON-AG....	14,755	0	0	1,005	156	15,916
GRAND TOTAL:	25,646	8,892	17,045	1,445	28,547	81,575

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORTS - U.S. PRODUCERS

(Short Tons K_2O)

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	4	4
Brazil	0	0	3,709	0	606	4,315
Chile	0	0	0	0	1,447	1,447
Costa Rica	1,041	0	0	0	2,022	3,063
Don. Republic	0	0	0	0	148	148
Ecuador	0	0	0	0	800	800
Haiti	0	0	666	0	0	666
Japan	3,335	2,348	0	0	4,618	10,301
Mexico	432	0	0	0	146	578
TOTAL AG:	4,808	2,348	4,375	0	9,791	21,322
NON-AGRICULTURAL	NONE					
TOTAL EXPORTS:	4,808	2,348	4,375	0	9,791	21,322